

Message Text

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E.O. 11652: N/A

TAGS: BEXP, BTIO, KE

SUBJECT: KENYAN MAJOR PURCHASE OF RAILWAY EQUIPMENT

REF: NAIROBI 10149, NAIROBI 9789

1. THE LOCAL REPRESENTATIVE OF ELECTRO-MOTIVE DIVISION, GENERAL MOTORS CORPORATION, HAS ADVISED EMB THAT THE KENYA REGIONAL MANAGER, EAST AFRICAN RAILWAYS CORPORATION, HAS REISSUED INVITATIONS TO TENDER FOR MAJOR EQUIPMENT PURCHASES. GM HDQ, CHICAGO, HAS RECEIVED A LETTER, DATED NOVEMBER 27, FROM THE KENYA REG MGR STATING THAT SELECTED FIRMS ARE BEING INVITED AND ARE TO REPLY BY DECEMBER 31ST, 1976 WITH EXPRESSION OF INTEREST.

2. FOUR FIRMS, 2 U.S. (GM AND INTERNATIONAL GENERAL ELECTRIC) AND 2 CANADIAN (MONTREAL LOCOMOTIVE WORKS AND DIESEL DIVISION, GM OF CANADA), ARE BEING INVITED TO RETENDER FOR THE MAIN-LINE LOCOMOTIVES.

3. THE CONTRACTS FOR ROLLING STOCK AND SMALL SHUNTERS ARE EXPECTED TO BE AWARDED TO BRITISH FIRMS. THE CONTRACT FOR TRIP-SHUNTERS IS EXPECTED TO GO TO A WEST GERMAN FIRM, HENSCHEL.

4. COMMENT. THESE DEVELOPMENTS, IF ACCURATE, INDICATE THAT CANADIAN (EXCEPT FOR POSSIBILITY IN PARA 2) AND

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JAPANESE FIRMS, WHICH FORMERLY RECEIVED LETTERS OF INTENT,

ARE BEING DEALT OUT OF THE NEW PURCHASING DECISIONS.
RECALL OF THE ORIGINAL LETTERS OF INTENT IS THOUGHT TO
HAVE BEEN CAUSED BY THE BRITISH, WHO WERE VERY DISSAP-
POINTED AT NOT HAVING ORIGINALLY RECEIVED ANY MAJOR
CONTRACTS. AN INTENSIVE CAMPAIGN TO CAPTURE A MAJOR
PORTION OF THE AWARDS HAS BEEN WAGED BY THE BRITISH
RECENTLY, INCLUDING FREQUENT PRESS MENTION OF "SOFT
FINANCING TERMS" BY THE COMPETING NATIONS. IMPLICATION
IS THAT THIS TIME BRITISH WILL PUT TOGETHER MORE
ATTRACTIVE FINANCING PACKAGE.
MARSHALL

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